



Putting tablets to work

TabTimes: Who we are

News

- TabTimes.com - website, apps, reviews, and newsletters

•Events

- Tablet Biz, November 13 - New York City (TabletBiz.com)
- The Tabby Awards (TabbyAwards.com)

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Where are we now?

Incredible growth

By 2016, tablets used by 760 million workers
(Field Technologies Online)

55% of those tablets will be sold in Public Sector
~2 billion laptops will be sold during same period

Top adoption rate industries

- Point of sale
- Marketing
- Sales
- Field force automation

Size will matter

Worldwide Tablet Market Share by Screen Size Band, 2011 - 2017

Screen Size	2011	2013	2017
< 8"	27%	55%	57%
8" - 11"	73%	43%	37%
11"+	0%	2%	6%
Total	100%	100%	100%

Source: IDC Worldwide Tablet Tracker, May 28, 2013.

** Forecast Data*

What do tablet managers care about?

Development, integration and testing

- Don't just hand everyone a device
- Business productivity means choosing the set of tools
- True enterprise creation tool?

Content and device management

- Multi-platform tools that are cloud based are preferred
- Make sure it can be used by not only your staff but your partners and customers as well

Service and support

- Less expensive than a laptop but still needs security
- Forget BYOD, how about BYOI (bring your own identity)

Other

- Is Windows 8 right for my organization?
- How to avoid immature platforms

Tablet Leaders

American Airlines

- iPad replaces 35-pound flight manuals saving \$1.2 million annually
- 17,000 flight attendants carry Galaxy Note phablets to assist with travel information
- 6,000 Galaxy Tab 10.1 as entertainment hub for first class passengers

New York Institute of Culinary Education

- Tablet program lets students research recipes, take quizzes and access classroom materials in the kitchen.
- Ability to create online portfolio prior to graduation.
- Fits in the pocket

Framingham State University

- Three pilot programs addressed online learning needs for a changing student demographic
- Large percentage of students opted out of tests. Results were inconclusive on retention
- Program has expanded to more than 150 purchased iPads, not including BYOD devices.

.Future Thoughts

- **Platform agnostic**

- Similar to PCs, workflows will shift from desktop to browser to apps

- **Bring your own identity**

- Security continues to be an issue, but authentication and permissions will improve

- **Interactions with the “Internet of Things” will continue**

- RFID, sensor networks, big data, geo-location contribute to automation

Transition of Rugged Tablet Technology into DOD

Wayne Randolph

MobileDemand

US Public Sector Manager



Founded 2003

35 Employees

Fully Rugged
Tablets

Experienced
Team, Industry
Expertise

MobileDemand Overview

Rapid
Customization
Capabilities

35,000+ Install
Base

Strong Growing
Markets



ERP



What Features Do Tablets Offer?

Win7 OS w/ Intel Dual CPU N2600/N2800 – T7200

i3 or i5 on the T1200

Ruggedness (IP65 rated) MIL-STD810G

Light weight (All in One) mobile device

7" or 10.4" Display

Outdoor readable touch displays (up to 2000 nits)

3G & 4G LTE communications

GPS

Barcode scanner

Magnetic stripe reader

Signature capture

Digitizer screens allowing for diagraming

CAC Reader

5MP camera & video capture

Vehicle mounts and office docks

Hot swappable batteries for longer life

QWERT keyboard module or Bluetooth key pad

SSD drives (32-256GB)

Choice of I/O ports

Touch screen data entry



DOD Applications

Field operations and logistics
Emergency medical response
Personnel tracking and deployment
Asset tracking and deployment
Security and crowd control
Field interviews and situational analysis
Mapping and plotting
Warehouse & supply chain management
Information collection, analysis and dissemination
Detection systems
Information collection, analysis and dissemination
Online Training



DOD Aberdeen Proving Grounds – Husky Mounted Detection System Application



NIITEK - Utilizing Ground Penetrating Radar



APG – Radio Frequency Identification & GPS



Aberdeen Proving Grounds – Husky Mounted Detection System Surrogate Application

**Kit attaches to Husky vehicle –
Contains ground penetrating
panels which detect explosives
Fully-functional HMDS damaged by
inexperienced operators cost
millions
Developed training system using
MobileDemand T1200 tablet
same as the NIITEK battle
vehicle
Simulates vehicle operation,
potential threats, and course of
action as NIITEK at less the 10%
of the cost**



Mission Critical Components



CAUSE AND EFFECT SYSTEM- RFID transmitters and tags, in conjunction with customized software deliver a training experiences identical to the Ground Penetrating Radar.



Surrogate panels provide an inexpensive strike zone for the student driver. These are made of a durable plastic that absorbs impacts and will return to its original form after most collisions.



The intuitive interface of the T1200 is simpler and more engaging than a paper manual and can reference an actual visualization of the Husky interior at a finger touch



Fort Irwin / Polk Simulation Training & Instrumentation





•Questions & Answers

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